

Cross Cultural Negotiation

Week 1 External Links

- **The arab culture in negotiations**

<http://www.essay.uk.com/free-international-essays/the-arab-culture-in-negotiations.php>

- **An Associative Approach to Intercultural Communication Competence in the Arab World**

<http://www.american.edu/soc/faculty/upload/Zaharna-intercultural-communication-competence.pdf>

- **Conflict resolution in a different culture**

<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2446421/>

- **Doing Business in The Middle East**

<http://www.kwintessential.co.uk/etiquette/doing-business-middle-east.html>

- **Cross-cultural Communication in Business Negotiations**

www.ccsenet.org/journal/index.php/ijef/article/download/5907/4687

- **Negotiating successfully in cross-cultural situations.**

<http://www.freepatentsonline.com/article/Academy-Marketing-Studies-Journal/209042395.html>

- **INTERCULTURAL NEGOTIATIONS: A CULTURAL APPROACH**

http://www.cls.upt.ro/files/conferinte/proceedings/2010/02_Rogoveanu_2010.pdf

- **International Business Gift Giving Overview**

http://www.cyborlink.com/besite/international_gift_giving.htm